

media kit

GENERAL
GOVERNMENT
SERVICES
PROCUREMENT

MAY 17, 2011

Morgan Falls Overlook Park is one of Sandy Springs' many investments in the community.



Sandy Springs: Breaking New Ground!

City awards contracts and task orders to seven firms to continue Public-Private Partnership.

The City of Sandy Springs is one of the newest cities in the State of Georgia and operates in a Council – Manager form of government. Incorporated December 1, 2005, the City has made dramatic strides in providing effective and efficient services to residents. Efforts to incorporate the City of Sandy Springs began in 1966 in response

to an attempt to annex the land that is now Sandy Springs into the City of Atlanta. Over the years, residents in Sandy Springs relied upon a large, unwieldy county government for the provision of services, which were often non-existent. Sandy Springs continued to operate as an unincorporated area of Fulton County until June 2005, when an overwhelming 94% of residents voted for incorporation.

Sandy Springs Mayor Eva Galambos said, "The initial elected leaders pointed the City in the

direction of the Public-Private Partnership, with all major services except public safety provided by the private sector. This was a trendsetting decision that has garnered national and international attention. Recognizing that the private market works, at the end of the initial five-year contract, the City again utilized the competitive process. The annual anticipated savings for the next five years validates the process and will contribute to the City's excellent fiscal condition."



Sandy Springs is a demographically diverse community and covers a 38 square mile area in north Fulton County, Georgia. Sandy Springs is the second largest city in the metropolitan Atlanta area and is the sixth largest city in the State of Georgia. In 2010, the City's population was 65% White, 20% Black and 14.2% Hispanic. The City is home to more than 40% of the available hospital beds in the metropolitan Atlanta area and is proud to be the home of Northside Hospital, Saint Joseph's Hospital and Children's Healthcare of Atlanta. While the City's residential population is 93,853, the daytime population swells to more than 200,000, due to the concentration of major corporations and businesses.

Important Sandy Springs Milestones

December 1, 2005

At the stroke of midnight, Sandy Springs begins operations with CH2M Hill as public-private partner.

October 17, 2006

City receives the 2006 National Council for Public Private Partnerships Award for outstanding use of a Public Private Partnership.

November 20, 2007

City Council adopts the first Comprehensive Plan for the City of Sandy Springs.

December 1, 2007

Sandy Springs named a 2007 Crown Community for the start up of the Sandy Springs Fire Rescue Department.

March 4, 2008

City Clerk's Office completes the codification process of City ordinances.

May 23, 2008

State of the art Traffic Management Center (TMC) opens and begins regulating flow of traffic on Roswell Road and feeder streets.

September 1, 2009

Chattahoochee River Authority (ChatComm) 911 begins operations.

November 2009

Sandy Springs featured in the City Showcase at the National League of Cities in San Antonio, Texas

July 2010

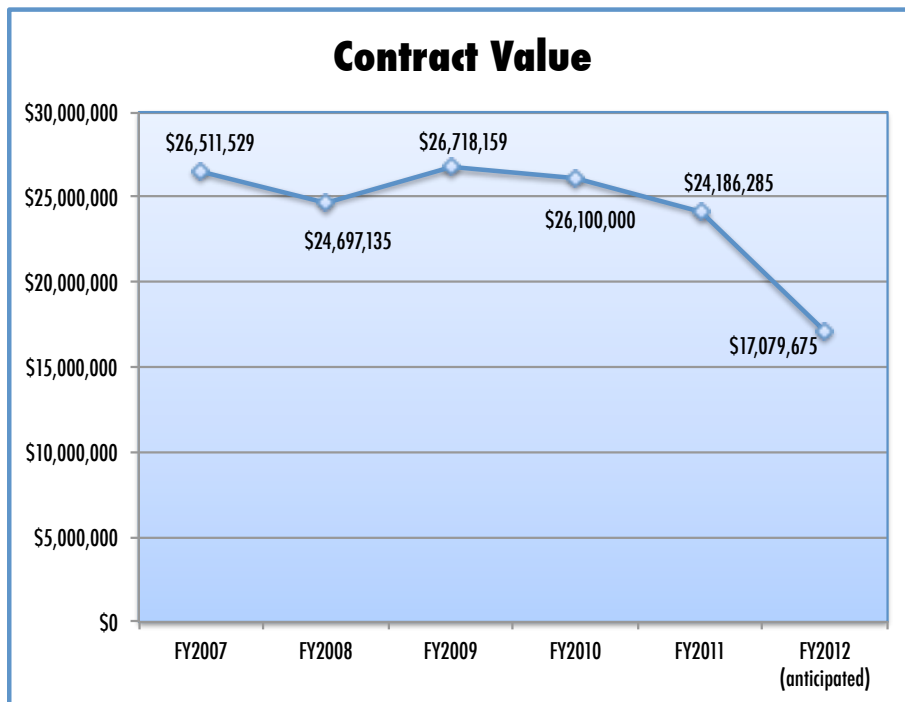
Morgan Falls Overlook Park opens, receives state's top beautification award from Keep Georgia Beautiful.

July 2010

Sandy Springs named as runner up in the Pioneer Institute's Better Government Competition.

December 1, 2010

City named a 2010 Crown Community for Heart Safe Sandy Springs initiative, aimed at increasing cardiac arrest survival rates.



Innovations in Government

Sandy Springs is a trailblazer in government structure and function. Rather than hire hundreds of government employees, the City utilizes a highly acclaimed Public-Private Partnership model, resulting in the state's lowest per capita ratio of municipal employees to residents of 1.51 per 1,000. Public safety personnel (fire and police departments) and personnel in senior management positions (City Manager and his staff) are City employees. There are 271 City employees and 200 positions supplied by private contractors. In comparison, estimates by the Carl Vinson Institute of Government on the feasibility of incorporating the City of Sandy Springs indicated the need for 828 employees when compared to similarly-sized local governments. The City's Public-Private Partnership is widely regarded as an example for other local governments; in 2010 the City was selected as a national runner up

in the Pioneer Institute's Better Government Competition.

Since the City's incorporation in 2005, CH2M Hill, a global engineering and services firm, has served as the principal contractor in the Public-Private Partnership. The chart above represents the value of the contract with CH2M Hill for the past five years and the anticipated value of the FY12 task order awards. From the start of the City to date, CH2M Hill has served as a invaluable partner and played a critical role in the startup of the City in 2005.

In 2010, Sandy Springs participated in the National Citizen Survey and saw high rankings of the services provided by the City and its public-private partners. The results are best summarized by Mayor Galambos; "We are thrilled that our residents value the services that are provided to them. While it is wonderful to receive such positive feedback about our City's first five years, we continue working tirelessly to provide additional top tier services and amenities."

FY2012 Award Values

Financial Services Severn Trent Services	\$ 1,593,201
Information Services InterDev	\$ 1,040,853
Communications the Collaborative	\$ 594,413
Municipal Court Jacobs Engineering Group	\$ 794,239
Public Works URS Corporation	\$ 3,086,205
Recreation and Parks Jacobs Engineering Group	\$ 790,608
Community Development the Collaborative	\$ 2,226,774
TOTAL	\$10,126,293

Transportation improvements
along Georgia 400 in Sandy
Springs



Building on past successes and moving into the future

Realizing that the initial five year contract for services was nearing expiration, the City's elected leaders directed the City Manager to undertake a comprehensive procurement process to ensure that the services provided to the City represent the best value for residents. Under the leadership of City Manager John McDonough, a team of senior City staff and independent consultants (the Source Selection Evaluation Team) designed and implemented an innovative, cutting edge local government procurement process based on the Performance Price Tradeoff model.

In July 2010, the Source Selection Evaluation Team (SSET) began the work of developing a comprehensive Request for Proposals (RFP) for General Government Services. During the development phase, it was determined to be in the best interest of the City to "firewall" the Financial Services and Information Services work packages as there are potential conflicts of interest that may arise should one firm hold contracts to provide all services. This step meant that any firm wishing to submit proposals to provide either Financial Services or Information Services would be prohibited from bidding on any other work package under General Government Services. In addition, the City pioneered a new procurement technique for municipal government by indicating the intent to issue contracts to multiple firms in order ensure competition throughout the contract term for each work package. The City then issues a Task Order to the firm selected to receive the work for the specific time period.

In preparation for putting the General Government Services procurement out for bidding, the City held a series of events to educate the public and industry about Sandy Springs' current operations. This included offering an Industry Day event, inviting potential bidders to site tours of City Hall, and developing a dedicated General Government Services website at www.sandyspringsgaprocurement.org. All communications regarding the procurement were handled via the website or through direct email submission. From the development of a Sources Sought Announcement to Draft RFPs and the Final RFPs, questions were solicited from industry and responses were posted on the procurement website for all interested parties to review.

Due to the need for a longer transition (phase-in) period, RFPs for Financial Services and Information Services were released on December 15, 2010 with bid responses due on February 4, 2011. Two bids were received for Financial Services resulting in a contract and task order award to Severn Trent Services for Financial Services. Four bids were received for Information Services, resulting in the award of contracts to InterDev and Elsym, with a task order issued to InterDev.

The Final RFP for all remaining General Government Services work packages (Communications, Municipal Court, Public Works, Recreation and Parks and Community Development) was released on January 20, 2011 with proposals from bidding firms due to the City on March 4, 2011. Eight firms submitted proposals for the five work packages.

Continued on next page...



Moving into the future

With a combination of senior City staff, independent consultants and other subject matter expertise, City Manager McDonough assembled three impartial panels:

1. Capabilities and Approaches,
2. Performance Confidence, and
3. Cost/Price.

The Capabilities and Approaches panel was tasked with reviewing the approach proposed by each offeror. The Performance Confidence panel reviewed the past performance of the bidder as rated by prior clients. The Cost/Price panel reviewed the cost templates submitted by the offeror and determined its reasonableness. Each panel operated independent from one another and only met for discussions after each panel's review of its respective area was complete.

Contract awards were issued to:

- CH2M Hill
- the Collaborative
- Jacobs Engineering Group
- URS Corporation

The inset box at the top of page 3 reflects the Year 1 task order award recommendations of the Source Selection Evaluation Team for consideration by the City Council.

The total cost of these Task Order awards, in addition to those for Financial Services, Information Technology awarded last month, and other direct contracts for City services represents more than \$7 million in savings (approximately 29%) in the upcoming fiscal year when compared to all current contracted services.

Paying dividends for years to come - and not just in Sandy Springs

"I am proud of the process developed and used by the City and its evaluation team and believe it will serve as a road map for other governments to follow, especially considering the extraordinary financial challenges cities and counties are faced with today," said

City Manager John McDonough. "The investment made by the Mayor and City Council in this process will yield significant annual savings, allowing the City to continue to provide high levels of service and capital investments that our residents and businesses have come to expect. The results of our efforts are clear and resounding - the competitive market works." McDonough sees this model as a viable alternative to the traditional way governments deliver services and can provide substantial cost savings.

Even though the procurement process was long, the dividends will be reaped by Sandy Springs for many years to come. Because of the manner in which the process was conducted and contracts awarded, other local governments can access these contracts without the burden of a significant investment of staff time. This means that other governments may elect to issue their own Task Orders for the same services, with no increase in existing staff. Sandy Springs will be managing all awarded contracts through the City Manager and two Assistant City Managers.

To learn more about the Public-Private Partnership model and the procurement process, accessing awarded Contracts, or issuing task orders, please contact City Manager John McDonough at jmcdonough@sandyspringsga.gov.